A Working Way Home for the Men in Blue

2017 Annual Report
Thanks to you, this year more than 200 men made the commitment to turn their lives around for good by completing our Ready, Willing & Able program. Following in the footsteps of more than 6,500 graduates, they discovered the dignity and self-confidence that could only be gained through their hard work.

Time after time, we’ve seen how access to opportunity can help men break away from the devastating cycles of extreme poverty, incarceration, and substance abuse, and start on a new path to success and self-sufficiency. The paid work, housing, support, and holistic services we provide are not “charity”—they are investments in that journey, and are reflective of our belief in the potential and value of every human being.

When we prepare a man to re-enter the workforce, we help to ensure that he can provide for himself and for his family. When we support a man’s sobriety, we help him recover his physical and mental health. And when we teach a man how to become self-sufficient, we build stronger communities and safer cities.

Every Man in Blue has his own unique story and perspective, but they all have this in common: They want to work. They want to better themselves. They want to make meaningful contributions to society. And they have the opportunity to do all of this and more because of compassionate people like you.

Thank you for your partnership this past year—and for the positive change you’ve already set in motion for years to come.

Sincerely,

Harriet & George McDonald
About The Doe Fund

The Doe Fund’s mission is to break the cycles of homelessness, addiction, and criminal recidivism by providing holistic services, housing, and work opportunities.

Ready, Willing & Able

Ready, Willing & Able provides a working way home for homeless men with long histories of incarceration, addiction, and unemployment. At the core of the 12-month residential program is paid work—complemented by holistic social services, career training, education, and sobriety support. It is the only program of its kind that combines paid work with comprehensive services to help men become permanently self-sufficient.

The “Men in Blue,” as participants in the program are known, have faced extraordinary hardships, but are determined to permanently change their lives and the lives of their families. Since 1990, more than 6,500 men have graduated from Ready, Willing & Able with their sobriety, a full-time job, and a permanent home.

Housing Initiatives

One of the largest barriers to economic independence in New York City is the notorious shortage of affordable housing. And yet, access to safe, stable housing is critical to keep New York’s most vulnerable populations from becoming homeless.

Since 1996, The Doe Fund has developed high-quality, affordable homes for the city’s most vulnerable populations, including individuals and families challenged with histories of poverty, homelessness, substance abuse, physical disabilities, mental illness, and HIV/AIDS. In the coming year, The Doe Fund is set to dramatically expand its network of permanent affordable and supportive housing facilities serving our target populations.

The Doe Fund’s Facilities

- Affordable
- Affordable/Supportive
- Ready, Willing & Able Transitional Shelter

1. Crystal Tower / Rogers Avenue
2. Gates Avenue Center for Opportunity
3. Peter Jay Sharp Center for Opportunity at Porter Ave
4. A Better Place at 86th St
5. Peter Jay Sharp Residence
6. Harlem Center for Opportunity
7. Stadium Court
8. Jerome Avenue
9. Westchester Avenue
10. Crotona
11. Webster Green
12. Villa Avenue
13. Muller Residence
14. White Plains Road
Ready, Willing & Able Outcomes

Ready, Willing & Able provides immediate access to a paying job and is proven to reduce recidivism and provide a pathway to opportunity after incarceration.

- **$3.60** is saved by the NYC taxpayer for every $1 spent on the program
- **33%** reduction in police contact after four months in Ready, Willing & Able
- **60%** reduction in felony convictions among graduates of Ready, Willing & Able

Ready, Willing & Able's occupational training tracks meet local workforce demands and provide graduates with not only a pathway to work, but also a financially stable and fulfilling career.

- **332** Ready, Willing & Able trainees secured full-time employment
- **$12.85** graduates' average starting wage
- **75%** of graduates maintained their job for at least 3 months

What happens next? Industries in which the Men in Blue secured full-time work:

### 2017 Graduate Job Category

<table>
<thead>
<tr>
<th>Job Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facilities / Maintenance / Repair</td>
<td>22%</td>
</tr>
<tr>
<td>Food Preparation / Food Service Related</td>
<td>21%</td>
</tr>
<tr>
<td>Transportation / Warehousing</td>
<td>13%</td>
</tr>
<tr>
<td>Community / Social Service</td>
<td>11%</td>
</tr>
<tr>
<td>Construction / Installation</td>
<td>11%</td>
</tr>
<tr>
<td>Fire / Law Enforcement / Security</td>
<td>11%</td>
</tr>
<tr>
<td>Other</td>
<td>11%</td>
</tr>
</tbody>
</table>
A Working Way Home for the Men in Blue

The one-year journey through The Doe Fund’s Ready, Willing & Able program—explained.

Ready, Willing & Able provides a working way home for men with long histories of homelessness, incarceration, and addiction. At the core of the 12-month residential program is paid work—complemented by holistic social services, career training, education, and sobriety support. It is the only program of its kind that combines paid work with comprehensive services to help men become permanently self-sufficient.

The year-long journey through Ready, Willing & Able takes place over four deliberate, structured phases: Commit to Change, Reenter the Community, Build a Career, and Secure Independence.

“I spent 17 years selling drugs and guns. I don’t want to be in that environment any more—I’m here to change.”

Ray Taylor, Ready, Willing & Able trainee
MONTH 1

Commit to Change
The decision to enter Ready, Willing & Able means making a commitment to change. On day one, participants begin earning a paycheck through in-house work assignments while they adjust to the program’s demands. Case managers work 1-on-1 with participants to orient them, assess their needs and set goals—including selecting occupational training and education tracks. In turn, participants commit to maintaining their sobriety and paying any owed child support. They begin a curriculum of evening classes and courses that last the duration of the program, including financial management, parenting, and general education.

MONTHS 2-4

Reenter the Community
After long histories of homelessness and incarceration, reentering the community—and the workforce—is difficult and intimidating. Months two through four of Ready, Willing & Able introduce paid off-site work to accelerate earnings and savings, and address social and soft-skill deficits. The Men in Blue earn their nickname in bright blue uniforms, working in teams to beautify New York City’s streets and sidewalks. Along the way, they build self-esteem, teamwork skills, and their savings. In the evenings, the Men in Blue engage in intensive computer and education classes, learning skills critical in the modern workplace.

MONTHS 5-8

Build a Career
In this third phase of Ready, Willing & Able, the Men in Blue choose an occupational training track based on their interests, ambitions, and abilities. They transition out of street cleaning teams and join paid, full-time training opportunities within The Doe Fund’s social enterprises. Each training track culminates with a certification or professional license that provides for long-term career sustainability and advancement. In the evenings, the Men in Blue take classes to sharpen job search skills, learn how to write resumes and cover letters, and prepare for job interviews.

MONTHS 9-12

Secure Independence
In the final months of the program, the Men in Blue work closely with housing specialists and career coaches to secure full-time employment and permanent housing: two of the criteria required to graduate from Ready, Willing & Able, along with sobriety and paying owed child support. When they’re ready to move out, they receive move-in kits for their new apartments. Successful graduates receive earnings supplement grants post-graduation to ease their transition. Our graduate services staff stays in touch with alumni, providing career development opportunities, temporary employment, and education advancement support to those who need it—which is why, at our annual graduation ceremony, you’ll often hear among the cheers, “Doe Fund for life!”
“I lost all my family when I went to prison. I was left with nothing. The Doe Fund is my stepping stone. It’s allowing me to change.”

Larry Thomas, Ready, Willing & Able trainee

69% of the Men in Blue had contact with the criminal justice system

33% of the Men in Blue did not have a high school diploma or equivalency at intake

41 is the average age of the Men in Blue

9% of the Men in Blue spent time in foster care
“Since being here, I’ve been talking to my daughter a lot. I can’t wait until March—I want her to see me walk across that stage at graduation.”

Richard Tamlin, Ready, Willing & Able trainee
“A few months ago, my family was evicted from our apartment and I ended up homeless. I’m here because of the opportunity—I’m saving for my own apartment.”

Joshua Pistora (age 25), Ready, Willing & Able trainee

54% of the Men in Blue are fathers

23% of the Men in Blue are on parole

10% of the Men in Blue were incarcerated as a juvenile

11 is the average number of years that the Men in Blue who are formerly incarcerated spent in prison
## 2017 Financial Summary

### Revenues

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Amount</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Government grants and contracts</td>
<td>$32,300,766</td>
<td>64%</td>
</tr>
<tr>
<td>Earned revenue</td>
<td>$4,972,222</td>
<td>10%</td>
</tr>
<tr>
<td>Contributions</td>
<td>$5,678,683</td>
<td>11%</td>
</tr>
<tr>
<td>Development and management fees</td>
<td>$2,984,484</td>
<td>6%</td>
</tr>
<tr>
<td>Other income</td>
<td>$4,570,996</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$50,507,151</strong></td>
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### Expenses

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Amount</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Program expenses</td>
<td>$38,674,927</td>
<td>79%</td>
</tr>
<tr>
<td>Residential and social services</td>
<td>$19,961,893</td>
<td>41%</td>
</tr>
<tr>
<td>Work and training</td>
<td>$18,505,291</td>
<td>38%</td>
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<tr>
<td>Affordable housing operations</td>
<td>$207,743</td>
<td>&lt;1%</td>
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<tr>
<td>Management and general</td>
<td>$6,873,175</td>
<td>14%</td>
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<tr>
<td>Fundraising</td>
<td>$1,967,279</td>
<td>4%</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>$1,499,692</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$49,015,073</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Increase in Net Assets

- **$1,492,078**

### Net Assets—beginning

- **$7,802,741**

### Net Assets—end

- **$9,294,819**

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**Where It Comes From**

- Government grants and contracts (64%)
- Earned revenue (10%)
- Contributions (11%)
- Development and management fees (6%)
- Other income (9%)

**Where It Goes**

- Program Expenses (79%)
- Management and general (14%)
- Fundraising (4%)
- Depreciation and amortization (3%)
5 Ways to Support the Men in Blue

The Doe Fund’s thriving community of generous donors, dedicated volunteers, corporate partners, employers partners, and committed staff create a path to success for the Men in Blue. We invite you to get involved and make a difference for the men we serve and their families.

1. **Make a donation.** Your financial support allows us to empower the Men in Blue to secure economic independence. Consider making a financial gift in support of their journeys. Learn more about all the ways to give, including planned and investment gifts, at doe.org/donate.

2. **Become an employer partner.** The Men in Blue are available for hire! Work with us to recruit and connect our skilled and motivated graduates with long-term career paths. To learn more, contact info@doe.org.

3. **Volunteer.** We are constantly in need of individuals, groups, and corporate partners to actively engage with the Men in Blue for both long-term and one-time opportunities. To learn more, join our email list at doe.org.

4. **Support our social enterprises.** The Doe Fund’s social enterprises serve the community and help train and employ the Men in Blue. Learn more about hiring our catering company, street cleaning services, and pest control services by contacting us at info@doe.org.

5. **Keep in touch.** Stay engaged with the Men in Blue by connecting with us on social media and signing up to receive our email updates. You’ll receive inspiring stories about the Men in Blue and the latest updates from The Doe Fund.

Board List / Contact

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